

SOUTH CENTRAL REGION

Small Business
Development Center

2015 HIGHLIGHTS

25

New Businesses
Created



3,904

Total Hours of
Consulting Services



\$12.9M

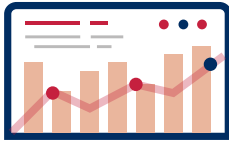


Capital Accessed for
Business Investment†

407



Entrepreneurs/
Businesses Served



\$16.1M

Business Revenue
Increased

855

Jobs Created
and Saved



\$7.68

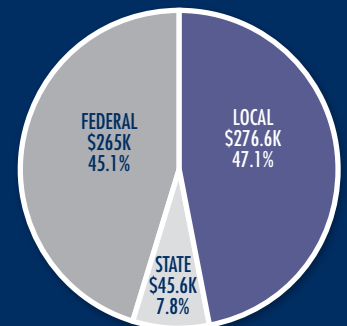


Return on Investment
for Every \$1
Invested in the
Program

Advancing our Students and University

The SBDC partnership with MSU Mankato provides tremendous experiential learning for students, nurtures entrepreneurship, and assists faculty and staff in realizing the University's mission.

South Central SBDC Funding Sources



In 2014, the Minnesota legislature granted the SBDC additional state funds. These funds will sunset in July 2016.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and regional support partners. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the program sponsors. Programs are open to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance.

SOUTH CENTRAL REGION

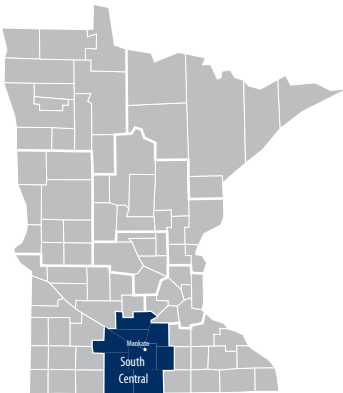
Small Business Development Center



South Central SBDC Success Story

Greener World Solutions – When Greener World Solutions, based in Waseca Minnesota, started doing residential foam spray projects in 2009, it was a dream to make the job full-time for its owners. Dan & Jenny Bulfer, along with Dan’s brother Phil and wife Amber, have long since met that goal, and have exceeded multiple other milestones along the way. Over the past four years the company has achieved a 132% year-over-year revenue growth rate, and they now employ over 30 people.

In late 2013 the company purchased an existing 180,000 square foot facility just outside of Waseca, giving them room for their growing fleet of vehicles and inventory. That same year the company saw a market opportunity to transition from residential insulation to larger, more complex commercial and agricultural projects. Now over 90% of the work Greener World Solutions performs in the four-state area is comprised of industrial, commercial and ag buildings.



The South Central Small Business Development Center (SBDC) at Minnesota State University, Mankato, worked with the owners of Greener World Solutions over the past few years in the areas of organizational alignment, leadership and financial training. Jenny Bulfer participated in a Small Business Owner Peer Council, which provides an opportunity to get insight and ideas from other business owners on the ongoing challenges of operating a growing company.

“With growth, comes change. We’ve seen a lot of both in the last few years,” says co-owner Jenny Bulfer. “The SBDC helped us create the structure we needed to move the company forward. Today, we are better and stronger because of it.”

South Central SBDC Funding Partners

HOST INSTITUTION



SILVER PARTNERS

Blue Earth County • Brown County
City of Le Center • City of New Ulm
City of Sleepy Eye • Farmers State Bank of Trimont
First Bank Blue Earth • First Farmers & Merchants Bank
First National Bank Minnesota - St. Peter
Greater Mankato Growth
Minnesota Valley Federal Credit Union
Pioneer Bank - St. James • SouthPoint Federal Credit Union
State Bank of Fairmont • U.S. Bank
Waseca County • Wells Federal Bank

Reflects 2014-2016 funding support.

Helping Businesses Start, Grow and Succeed

SOUTH CENTRAL REGION MINNESOTA SBDC

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